

1/15

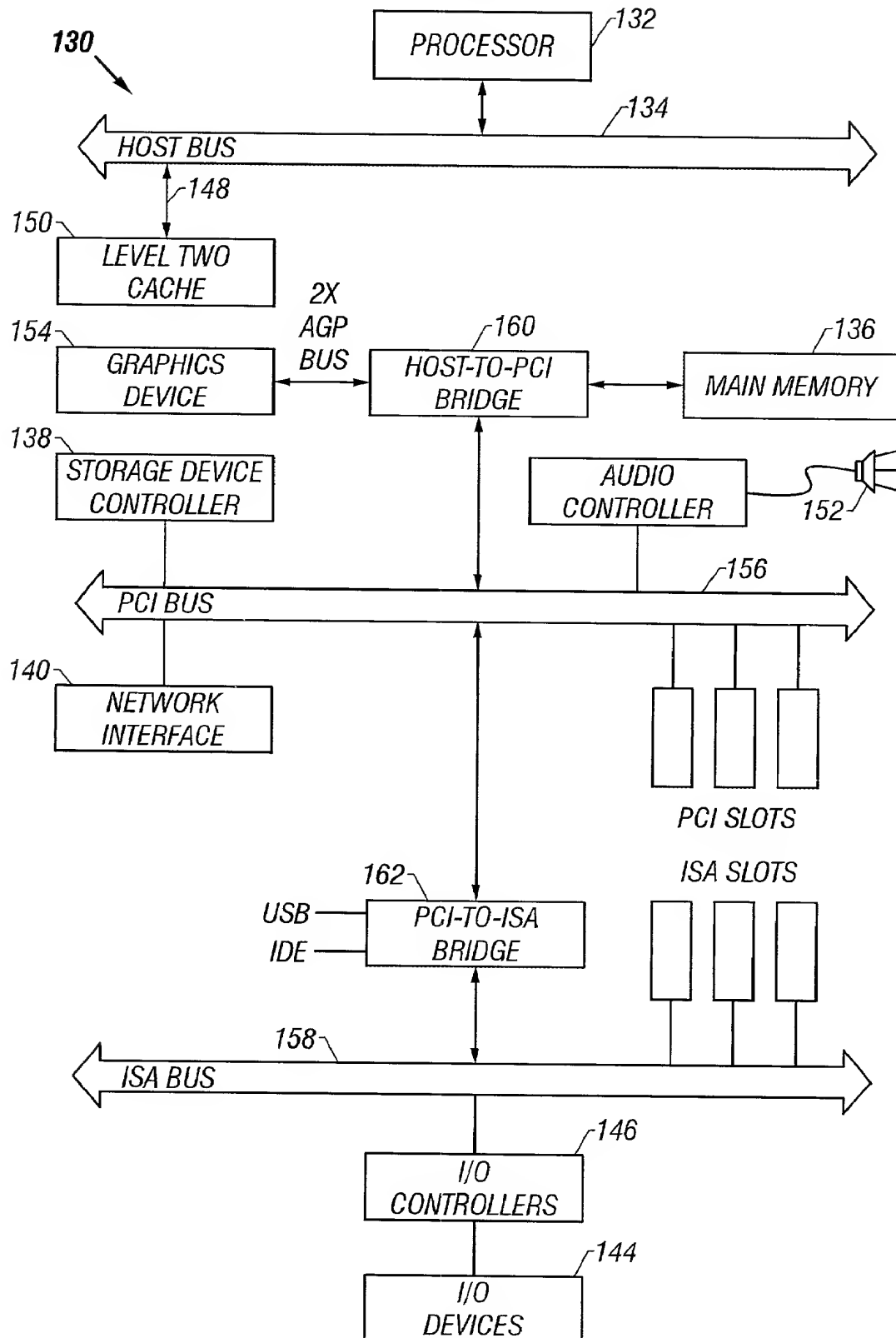


FIG. 1

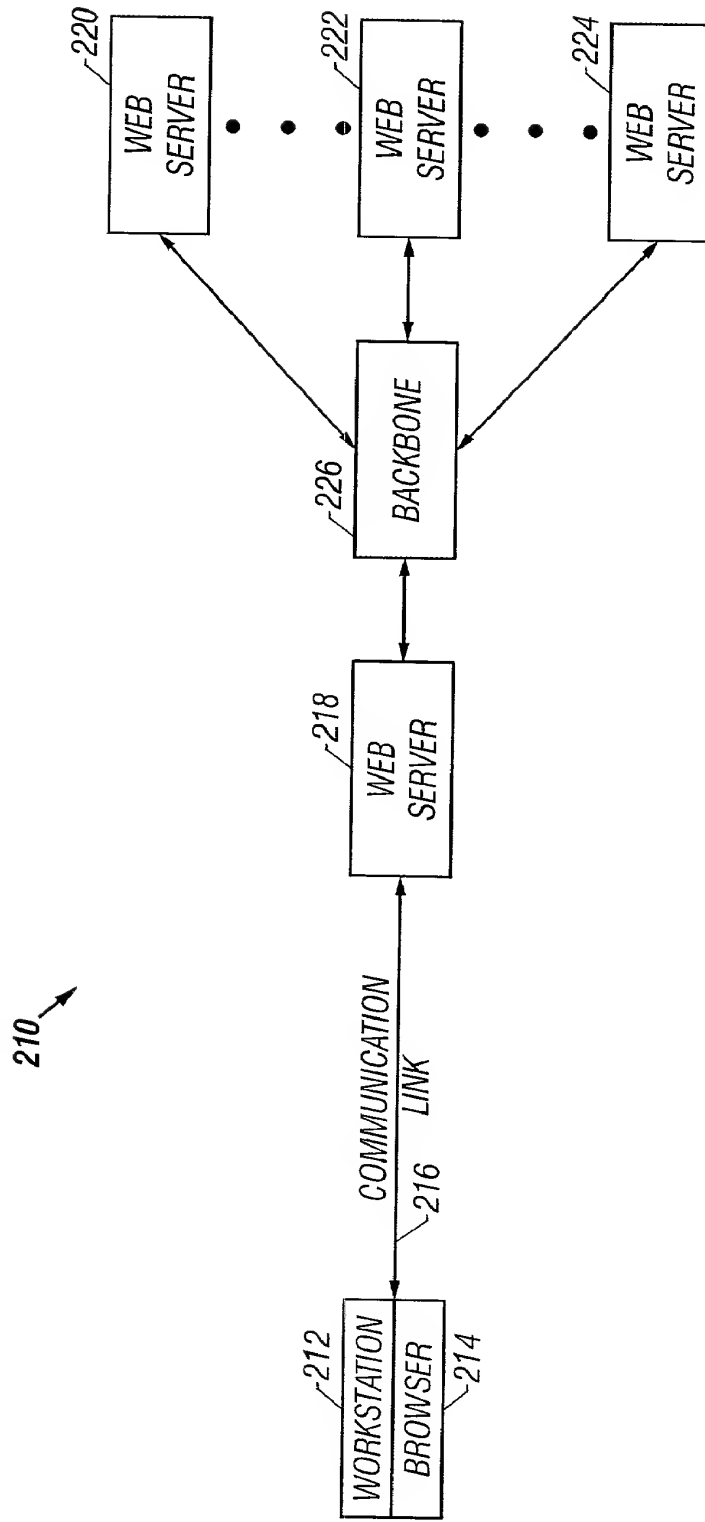


FIG. 2

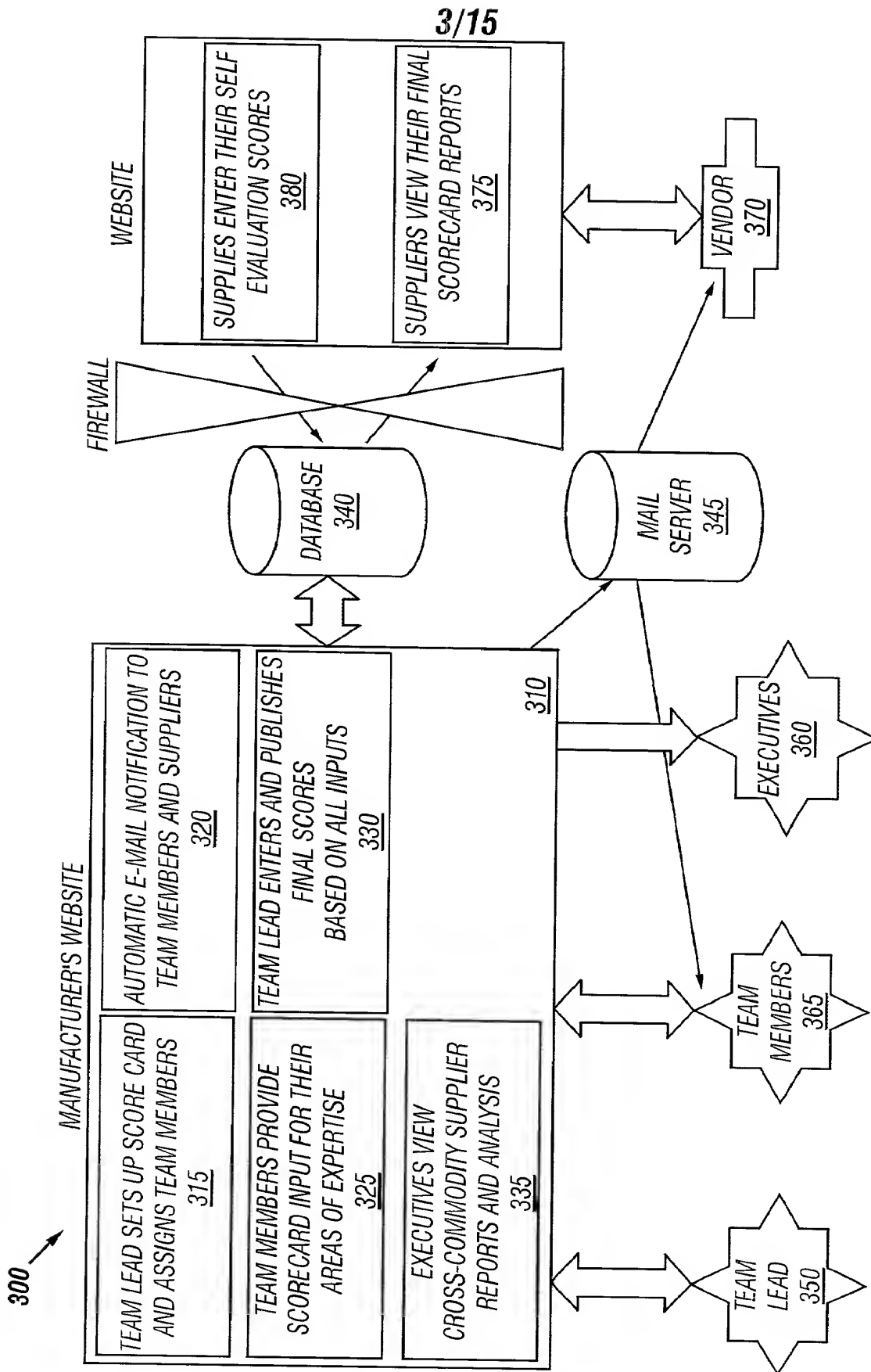


FIG. 3

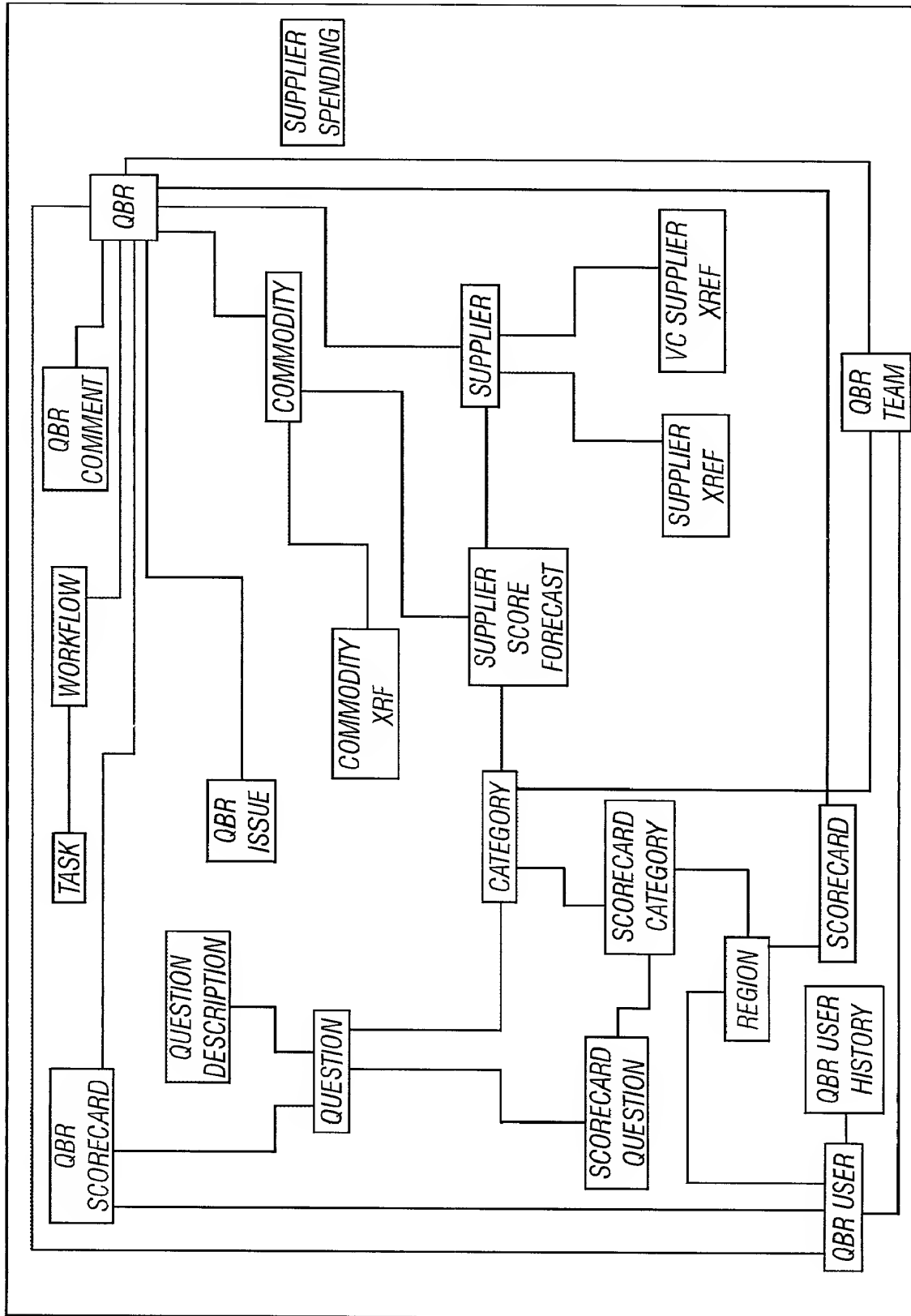


FIG. 4

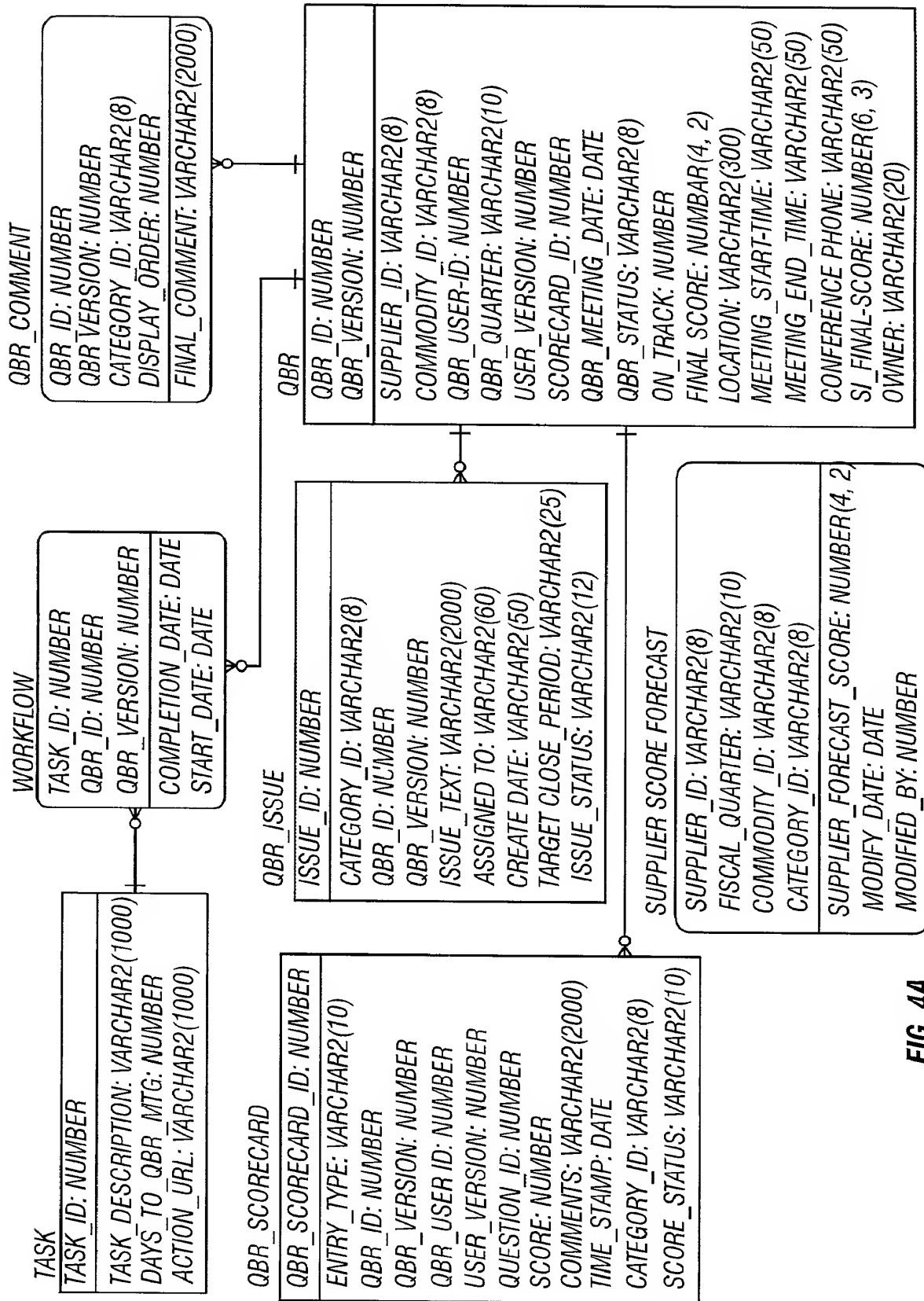


FIG. 4A

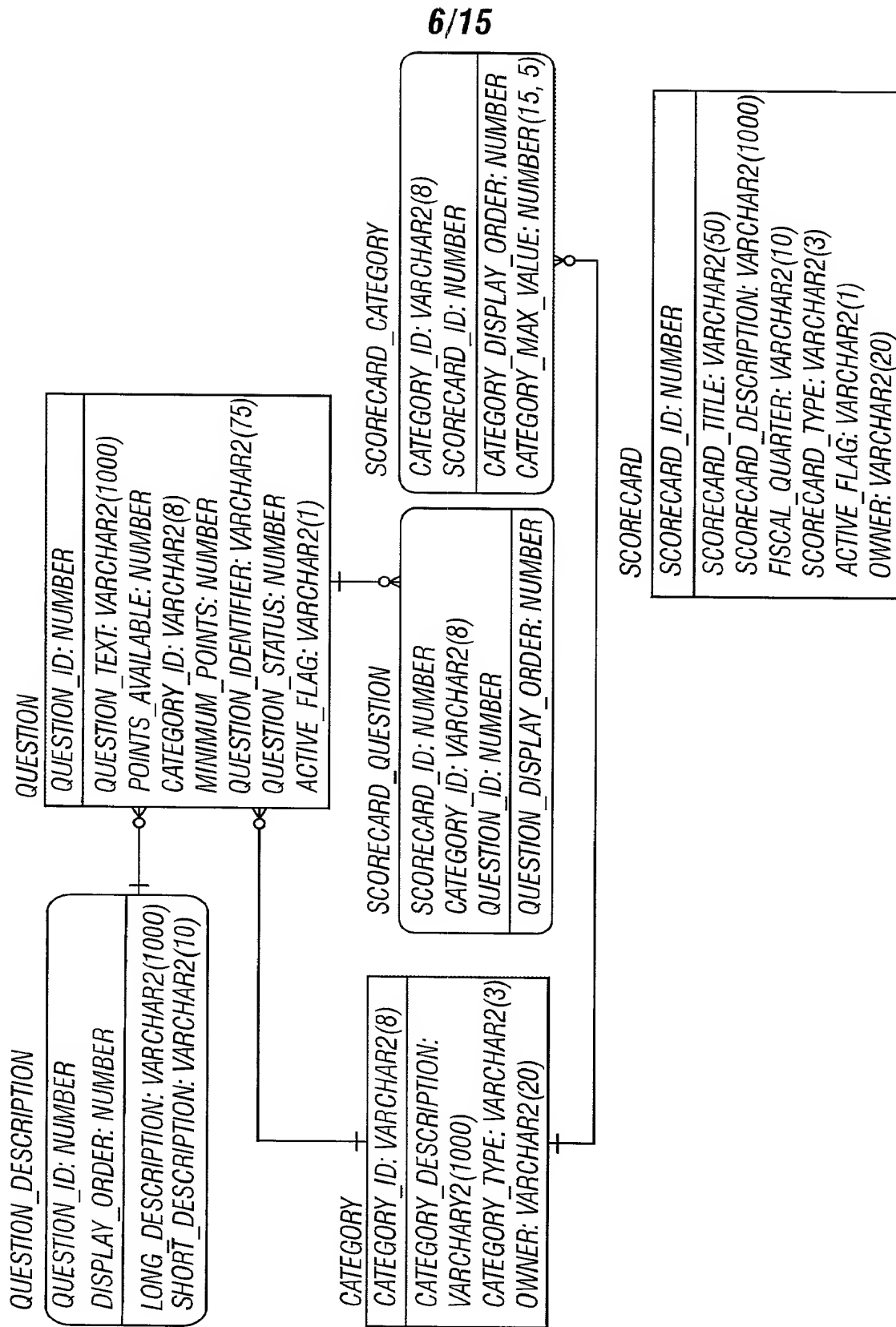


FIG. 4B

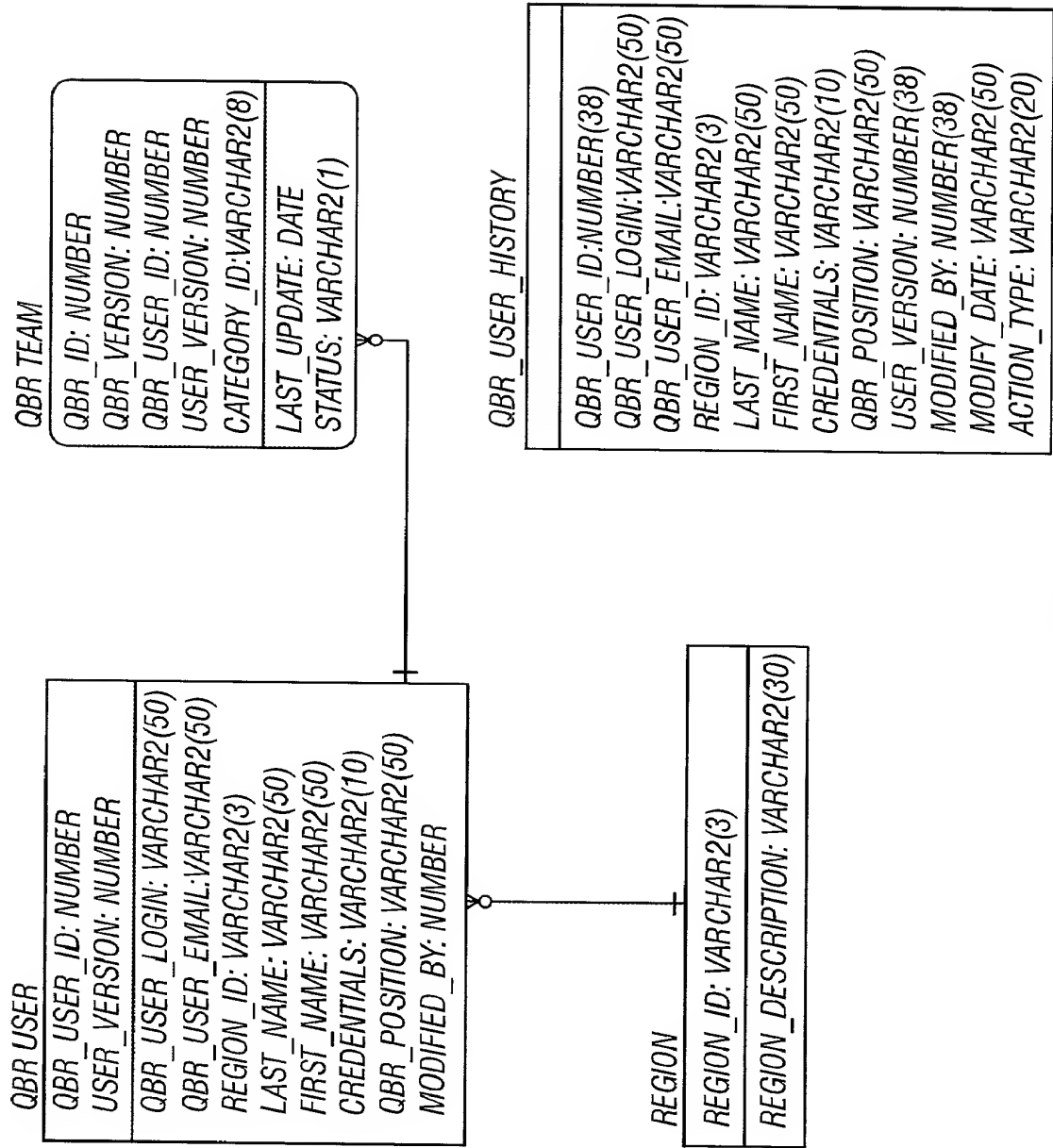


FIG. 4C

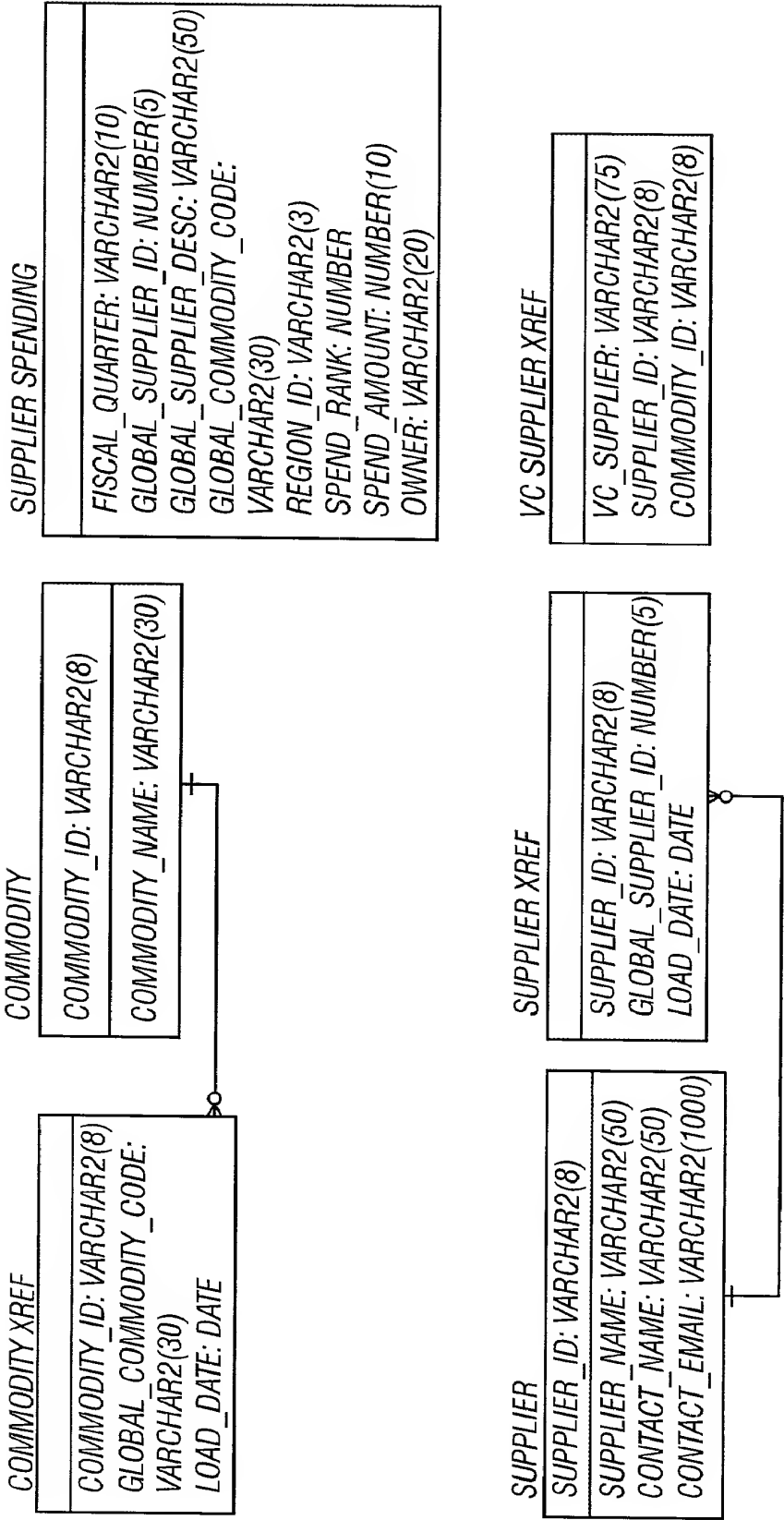


FIG. 4D

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Home

Current QBR Status: Open

Enter/Modify Your Scores

Scorecard Progress

View Completion Status & Score Summary

Issues and Corrective Action

Send E-Mail Supplier Self evals/Reminder e-mails to QBR team

Scorecard Reporting

Blank Scorecard

All Team Member's and Supplier's Comments

Issues and Corrective Action Summary and Score Forecast Graph

Summary Statistics

Final Scorecard: Overall Summary & Graph and Supplier Scores

Final Scorecard: Question Scores by Category with Metrics, Graph & Supplier Scores

Final Scorecard: Question Scores Only

Supplier Self Evaluation: Question Scores Only

FIG. 5

Enter Self Evaluation for
Compa//Portables (6/6/2001)
Please fill in the following standard scorecard categories

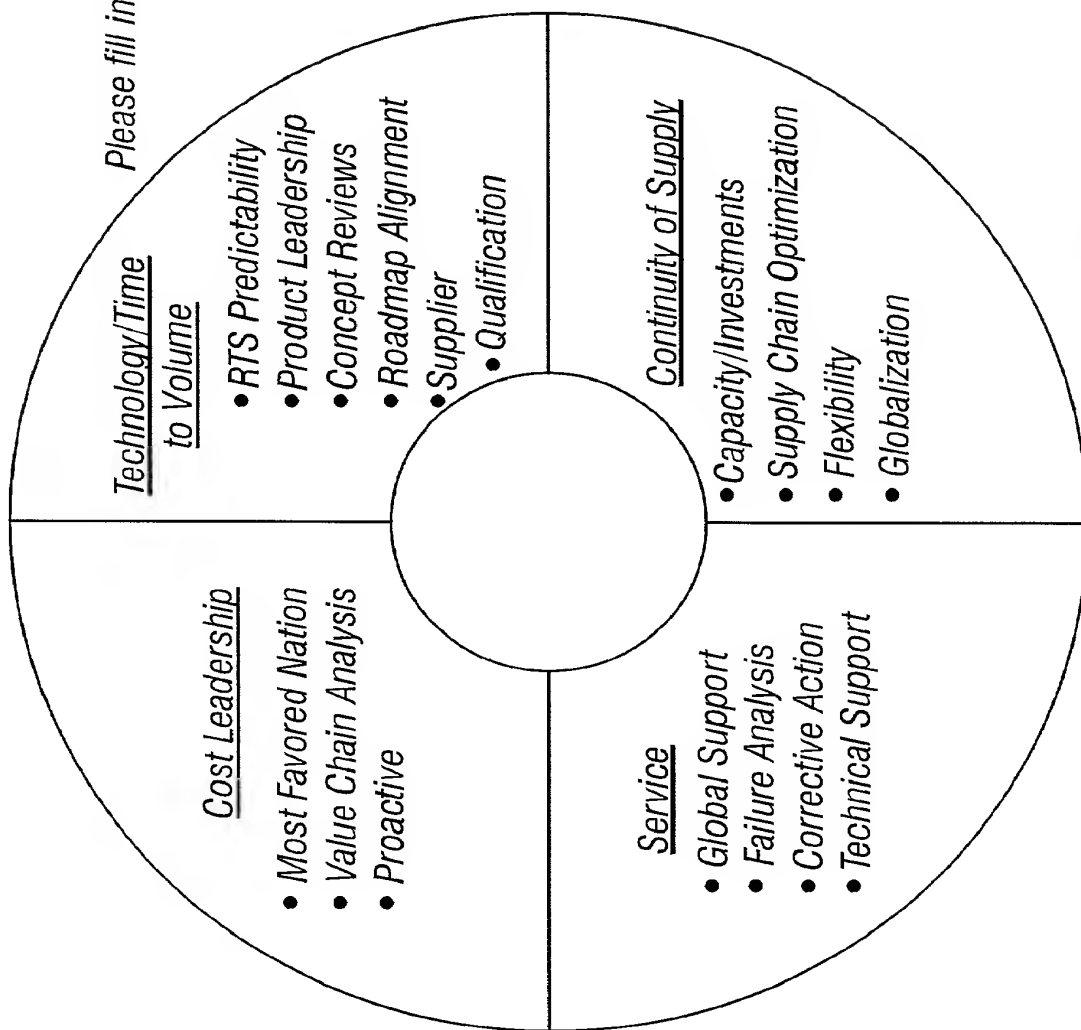


FIG. 6

Category

Score

Cost Leadership

Quality

Field Service

Continuity of Supply

Technology/Time to Volume

View Summary

Edit Final Scores: Cost Leadership

[Home](#)

[Scorecard Menu](#)

[Select Scorecard Category](#)

A) Did Supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)
Elisa Sumner (AMF/DEV)

Point Range
0 to 10 pts
Point Awarded
8

B) Has the supplier demonstrates cost competitiveness by (WWP TO SCORE):
Elisa Sumner (AMF/DEV)

Average Score
0 to 6
pts

C) Has the supplier demonstrates cost competitiveness by (REGIONS TO SCORE)
Elisa Sumner (AMF/DEV)

Average Score
0 to 2
pts

D) COSTED BOM (WWP TO SCORE)
Elisa Sumner (AMF/DEV)

Average Score
0 to 2
pts

Average Score
Preliminary Cost Leadership Score

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Edit Cost Leadership comment for Final Report:

A) Did supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)
Elisa Sumner: Supplier is proactive in bringing cost reductions to Dell
B) Has the supplier demonstrates cost competitiveness by (WWP TO SCORE)

[Submit](#)

FIG. 7

Scorecard Comment Summary

[Home](#)

[Scorecard Menu](#)

Cost Leadership

Did Supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)

Elisa Sumner: Supplier is proactive in bringing cost reductions to Dell

Has the supplier demonstrates cost competitiveness by (WWP TO SCORE)

Elisa Sumner: Provide monthly detailed cost and all quote information in required format and on time

Has the supplier demonstrates cost competitiveness by (REGIONS TO SCORE):

Elisa Sumner:

COSTED BOM (WWP TO SCORE)

*Elisa Sumner: Final N/A TBD 1) Supplier provides detailed costed BOM
Field Service*

Total field quality performance is maximized due to close working relationships with the Field Service Organization and Dell's Designated 3rd party provider.

Eric Michlowitz: They don't work well

FIG. 8

Edit Score Forecasts

[Home](#)
[Scorecard Menu](#)

		FY2000 Q2	FY2000 Q3	FY2000 Q4	FY2001 Q1	FY2001 Q2	FY2001 Q3
Cost Leadership (20 pts)	Forecast	—	—	—	—	—	—
	Actual	—	—	18	—	—	—
Quality (25 pts)	Forecast	—	—	—	—	—	—
	Actual	—	—	—	—	—	—
Field Service (15 pts)	Forecast	—	—	—	—	—	—
	Actual	—	—	—	—	—	—
Continuity of Supply (20 pts)	Forecast	—	—	—	—	—	—
	Actual	—	—	—	—	—	—
Technology/Time to Volume (20 pts)	Forecast	—	—	—	—	—	—
	Actual	—	—	—	—	—	—

[Save forecasted scores](#)

FIG. 9

General WWP Reports:

Scheduled QBR List & Individual QBR Access

View All Blank Scorecards

Commodity Reports:

List Final Scores by Quarter

Regional Breakdown of Individual QBR Scores

Issues and Corrective Actions

Supplier/Commodity Comparison

Supplier Performance vs Share of TAM

Supplier's Share of TAM Over Time

List of Issues for specific supplier/commodity pairs
Graph displaying performance for all suppliers within commodity

Graph displaying supplier spending within commodity

Inter-Commodity Executive Reports:

Supplier Performance over time

Quartile Comparison Report

Inter-Commodity Comparison Over Time

Overall Results for Suppliers by Spend

Top 5/Bottom 5 Finals Scores by Quarter

Graph displaying specific supplier performance for all commodities provided by a given supplier

Overall Results by Score by Quartile

Graph displaying average performance for selected commodities

Supplier performance listed in order of total spent

FIG. 10

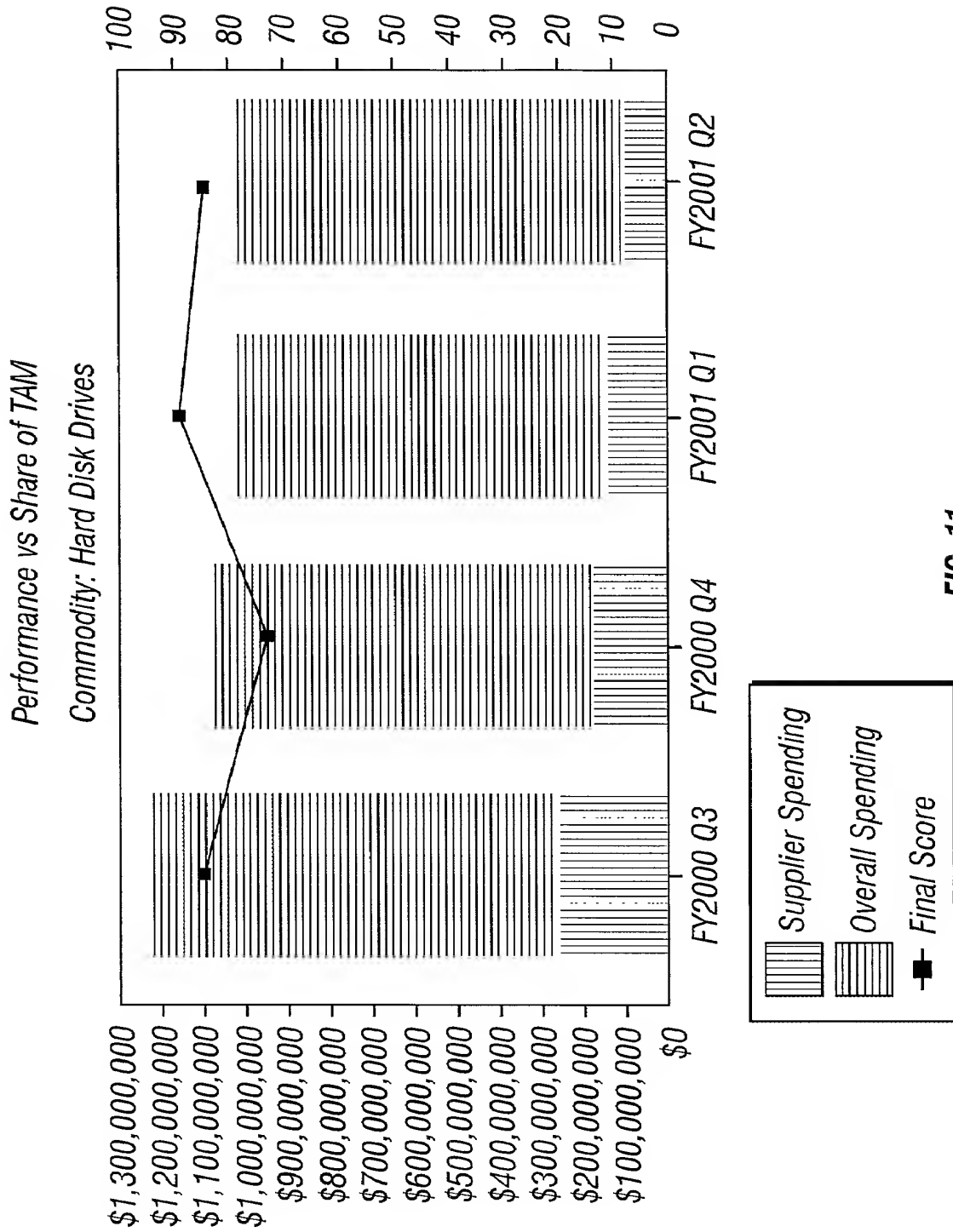


FIG. 11